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HENSON WEIGHING OFFERS FOR SALE OF AVIATION OPERATIONS

Richard A. (Dick) Henson, founder and president of Henson Aviation, one of the nation's most successful commuter airline operations, is considering offers from several firms for the sale of his aviation-related businesses. While no deadlines have been established, Henson said the matter could be resolved sometime next year.

Henson, who will be 72 on February 12, said he felt he should explore the possibility of disposing of his aviation enterprises to insure continuity of operations in case something happens to him. He told *BA* he has had talks with a number of companies that are interested in the operation and is "actively involved" in discussions with three concerns. One of those is another Allegheny Commuter, Crown Airways Inc., based in Falls Creek, Pa. Crown, which is a subsidiary of Brockway Glass, operates two Shorts 330s and two de Havilland Twin Otters.

Another firm that may be interested is Great Trails Corp., Dayton, Ohio, which bought Henson's television station – NBC affiliate WHAG-TV in Hagerstown, Md. – this year. While Henson said Great Trails has expressed an interest, Alex Williams, president of the Dayton firm, said his company has not been involved in serious discussions about acquiring Henson's aviation operations.

Henson stressed he has not made a final decision about selling his aviation interests, which include the commuter airline, two fixed-base operations and an air freight company. The airline provides service to Baltimore, Hagerstown and Salisbury, Md., Philadelphia and Pittsburgh, Pa., Newport News, Richmond and Shenendoah Valley, Va. in addition to New York and Washington, D.C. Through September the carrier had boarded more than 350,000 passengers this year, a 20.6 percent increase over the same period last year and revenue passenger miles were up 50 percent to 43.5 million. The commuter fleet includes 10 aircraft: three DHC-7s, four 330s and six Beech 99s. A fourth Dash 7 is scheduled for delivery in the spring. The FBOs are located at Baltimore and Hagerstown. Henson moved his corporate headquarters from Hagerstown to Salisbury earlier this year.

"I haven't frankly decided if I should continue on to run it (the aviation businesses) or not," Henson said, emphasizing that even if he does decide to sell he will remain on board probably through at least 1982. The commuter operation was started in 1962 and he said he wants to complete at least 20 years in that endeavor. Next year also will mark Henson's 51st year in the FBO business, having opened the Hagerstown facility in 1931.

Most important in any decision to sell, Henson said, is "the guarantee that my philosophy would be carried forward." Henson has expanded the airline gradually, emphasizing frequent flights. He also expressed a strong sense of commitment to the cities the airline serves and indicated he does not want to sell to someone who would sharply reduce or stop service to the smaller points on the Henson system. For that reason the ultimate decision on whether to sell "will not be a cold-blooded business decision," he said.

LOWER GA DELIVERIES FORECAST FOR 1982

Officials of the General Aviation Manufacturers Association said last week they expect to see deliveries of new general aviation aircraft decline for the third straight year in 1982, but they forecast a modest increase

(Continued on the following page)

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY – NOVEMBER SHIPMENTS

Manufacturer		Nov. 81	Cal. Year	Fisc.* Year
BEECH AIRCRAFT CORP.				
• Single-Engine				
BE-C23	Sundowner	2	53	6
BE-A24R	Sierra	0	21	0
BE-F33A	Bonanza	4	41	7
BE-V35B	Bonanza	0	21	2
BE-A36	Bonanza	21	165	36
BE-A36TC	Bonanza	0	88	2
BE-77	Skipper	2	78	3
• Multi-Engine				
BE-B55	Baron	4	55	8
BE-E55	Baron	0	11	0
BE-58	Baron	8	91	15
BE-58P	Baron	5	62	9
BE-58TC	Baron	1	10	1
BE-B60	Duke	3	23	4
BE-76	Duchess	2	43	3
BE-C90	King Air	9	62	13
BE-E90	King Air	0	3	0
BE-F90	King Air	4	60	9
BE-C99	Commuter	3	6	4
BE-B100	King Air	1	17	2
BE-200	Super King Air	15	178	34
BE-200	Super King Air C	2	37	4
BE-200T	Super King	0	1	0
Total		85	1,126	162
	Manufacturer's Net Billing - $50,677,679 (Foreign breakout not available.)			
BRITISH AEROSPACE				
• Multi-Engine				
HS-125-700		2	29	5
BRITTEN-NORMAN (Bembridge) LTD.				
• Multi-Engine				
BN-2	Islander	2	28	5
BN-2T	Turbo Islander	1	1	1
Mark III	Trislander	0	2	0
Total		3	31	6
CESSNA AIRCRAFT CO.				
• Single-Engine				
CE-152		32	560	57
CE-A152	Aerobat	5	37	8
CE-172RG	Cutlass	13	259	33
CE-R172	Hawk XP	0	40	3
CE-172	Skyhawk	50	882	118
CE-180	Skywagon	0	30	7
CE-182	Skylane	36	215	40
CE-182	Turbo Skylane	6	42	7
CE-182RG	Skylane	1	73	3
CE-182RG	Turbo Skylane	4	65	6
CE-185	Skywagon	13	143	16
CE-188	AGhusky	6	75	15
CE-188	AGtruck	4	48	6
CE-188	AGwagon	0	8	0
CE-U206	Stationair 6	23	194	27
CE-TU206	Stationair 6	17	214	22
CE-208	Stationair 8	2	37	3
CE-TU208	Stationair 8	1	15	1
CE-210	Centurion	13	96	14
CE-T210	Centurion	35	251	51
CE-TP210	Centurion	6	95	13
• Multi-Engine				
CE-303	Crusader	13	15	15
CE-310		0	12	1
CE-T310		1	15	2
CE-335		0	17	1
CE-340		2	71	6
CE-402		9	111	11
CE-404	Titan	1	41	4
CE-414	Chancellor	10	74	12
CE-421	Golden Eagle	9	93	11
CE-425	Corsair	6	90	19
CE-441	Conquest	11	60	18
CE-500	Citation I	6	61	12
CE-550	Citation II	9	119	22
CESSNA/REIMS AVIATION				
• Single-Engine				
CE-F152		1	73	6
CE-FA152	Aerobat	0	3	0
CE-F172	Skyhawk	1	82	3
CE-FR172	Hawk XP	0	5	0
CE-F182	Reims Skylane	0	11	0
CE-F182	Reims Skylane RG	0	15	0
Total		346	4,347	593
	Manufacturer's Net Billing - $79,147,466 (Foreign breakout not available.)			

Manufacturer		Nov. 81	Cal. Year	Fisc.* Year
AVIONS MARCEL DASSAULT				
• Multi-Engine				
AD-My.10	Falcon	2	15	3
AD-My.20	Falcon	1	22	3
AD-My.50	Falcon	2	39	5
Total		5	76	11
EMBRAER				
• Single-Engine				
EMB-200		1	12	2
EMB-201	Ipanema	0	4	0
EMB-710	Carioca (PA-28-235) Dakota	0	6	1
EMB-711	Corisco (PA-28RT-201) Arrow	0	33	1
EMB-712	Tupi (PA-28-181) Archer II	0	10	2
EMB-720	Minuano (PA-32-310) Saratoga	1	12	2
EMB-721	Sertanejo (PA-32R-301) Saratoga SP	1	10	1
• Multi-Engine				
EMB-110		6	45	10
EMB-121	Xingu	1	13	2
EMB-810	Seneca II	2	31	4
EMB-820	Chieftain	1	5	1
Total		13	181	26
ENSTROM				
• Helicopter				
F28F		1	20	2
F-28C-II		1	7	2
280C		1	11	1
280F		0	6	0
Total		3	44	5
	Manufacturer's Net Billing - $319,994 (All domestic deliveries.)			
FAIRCHILD-SWEARINGEN				
• Multi-Engine				
Metro II		0	1	0
Metro IIA		0	16	0
Metro III		8	21	12
Merlin III-C		2	15	4
Merlin III-B		0	7	0
Merlin IV-C		1	7	2
Total		11	67	18
	Manufacturer's Net Billing - $18,395,000 (Foreign breakout: 1 Merlin III to Australia, 1 Metro III to Israel.)			
GATES LEARJET				
• Multi-Engine				
LR-25D		3	22	4
LR-29		0	1	0
LR-35A		8	81	16
LR-36A		0	4	0
LR-55		2	10	4
Total		13	118	24
	Manufacturer's Net Billing - $41,534,000 (Foreign breakout not available.)			
GULFSTREAM AMERICAN CORP.				
• Single-Engine				
AA-5/A	Cheetah	0	34	0
AA-5/B	Tiger	0	87	0
GR-164	Agcat	0	42	2
• Multi-Engine				
G-47	Cougar	0	2	1
GR-1159A	Gulfstream III	2	21	4
COMMANDER DIVISION				
• Multi-Engine				
AE-840	Turbo Commander	4	43	6
AE-980		1	33	2
AE-1000		4	10	6
Total		11	272	21
	Manufacturer's Net Billing - $25,819,000 (Foreign breakout: 1 Gulfstream and 3 1000's; destinations are not available.)			
ISRAEL AIRCRAFT INDUSTRIES				
• Multi-Engine				
1124	Westwind	3	34	4
LAKE AIRCRAFT				
• Single-Engine				
LA-4-200	Buccaneer	3	50	7
	Manufacturer's Net Billing - $235,875 (All domestic deliveries.)			

Manufacturer		Nov. 81	Cal. Year	Fisc.♯ Year
MAULE AIRCRAFT				
• Single-Engine				
M-5-180C		1	4	1
M-5-210C	Lunar Rocket	0	1	0
M-5-210TC	Star Rocket	0	2	0
M-5-235C	Lunar Rocket	0	19	0
M-6-235		2	14	2
Total		3	40	3
	Manufacturer's Net Billing - $118,989			
	(All domestic deliveries.)			
MITSUBISHI				
• Multi-Engine				
Solitaire		1	13	3
Marquise		0	22	1
Total		1	35	4
	(All domestic deliveries.)			
MOONEY AIRCRAFT CORP.				
• Single-Engine				
M-20J	201	12	112	24
M-20K	231	8	144	21
Total		20	316	45
	(Foreign breakout: 1 M-20J to Africa.)			
PIPER AIRCRAFT CORP.				
• Single-Engine				
PA-18-150	Super Cub	0	67	1
PA-23-235	Pawnee	0	23	0
PA-25-260	Pawnee	0	1	0
PA-28-161	Warrior	17	271	38
PA-28-181	Archer II	10	235	21
PA-28RT-201	Arrow IV	3	42	6
PA-28RT-201T	Arrow IV	9	157	16
PA-28-236	Dakota	7	76	13
PA-32-301	Saratoga	6	81	13
PA-32-301T	Turbo Saratoga	2	32	5
PA-32R-301	Saratoga SP	5	109	15
PA-32R-301T	Turbo Saratoga SP	11	106	18
PA-36-300	Pawnee Brave	0	24	0
PA-36-375	Pawnee Brave	1	41	7
PA-38-112	Tomahawk	15	236	41
• Multi-Engine				
PA-23-250	Aztec	8	28	11
PA-31-310	Navajo	5	29	5
PA-31-325	Navajo C/R	2	34	6
PA-31-350	Chieftain	11	151	28
PA-31T-501TI	Cheyenne I	0	36	0
PA-31T-620	Cheyenne II	2	39	2
PA-31T2-620	Cheyenne II XL	1	29	4
PA-42-720	Cheyenne III	2	43	5
PA-34-200T	Seneca II	0	16	0
PA-34-220T	Seneca III	22	313	49
PA-44-180	Seminole	0	/	0
PA-44-180T	Seminole	3	27	2
PA-600A	Aerostar	2	16	2
PA-601B	Aerostar	0	2	0
PA-601P	Aerostar	0	9	0
PA-602P	Aerostar	0	54	0
Total		142	2,334	308
	Manufacturer's Net Billing - $20,353,300 (Foreign breakout not available.)			
	Piper delivery figures and billings include aircraft kits shipped to Embraer under the co-production agreement between the companies.			
ROCKWELL INTERNATIONAL				
• Multi-Engine				
NA-65	Sabreliner	1	37	3
	Manufacturer's Net Billing - $1,100,000 (Domestic deliveries.)			
SHORT BROTHERS, LTD.				
• Multi-Engine				
SBJ-CS-7	Skyvan	*	1	0
SD-3-30		*	12	1
Total		*	13	1
	SINGLE-ENGINE TOTAL	411	6,120	768
	MULTI-ENGINE TOTAL	246	2,875	461
	HELICOPTER TOTAL	3	44	5
	GRAND TOTAL	660	9,039	1,234

UNIT SHIPMENT COMPARATIVE TREND: 20 MANUFACTURERS

	November			Cal. Year to Date			Fisc. Year to Date		
	1981	1980	1979	1981	1980	1979	1982	1981	1980
Beech	85	96	113	1,126	1,291	1,393	162	228	234
Bellanca	-	0	28	-	102	416	-	5	64
British Aerospace	2	2	3	29	34	21	5	7	4
Britten-Norman	3	4	5	31	33	42	6	8	9
Cessna	346	502	866	4,347	5,972	7,654	593	1,144	1,385
Dassault	5	6	3	76	52	41	11	11	6
Embraer	13(8)	37(13)	26(5)	181(70)	350(98)	353(72)	25(14)	74(23)	124(27)
Enstrom	3	3	0	44	45	46	5	9	0
Fairchild	11	4	6	67	73	61	18	10	13
Gates	13	6	5	118	103	90	24	21	16
Gulfstream	11	11	13	272	138	391	21	42	37
Israel	3	2	2	34	28	27	4	3	4
Lake	3	4	11	50	72	88	7	9	20
Lockheed	-	0	1	-	4	8	-	0	1
Maule	3	3	3	40	57	61	3	7	7
Mitsubishi	1	2	11	35	50	56	4	5	11
Mooney	20	27	35	316	312	403	45	54	67
Piper	142	226	268	2,334	2,768	4,998	308	438	647
Rockwell	1	7	8	37	133	137	3	17	15
Short	*	3	1	13	28	20	1	3	2
Total	660	921	1,387	9,039	11,393	16,025	1,234	2,044	2,569

Parentheses show actual Embraer deliveries, not including aircraft kits.

*Figures are not available from the manufacturer.
♯Fiscal Year: Oct. 1 through Sept. 30.

COMMUTER AIRLINES TRAFFIC
September 1981

	Enplaned Passengers	% Chg.	Year to Date	% Chg.	Sept. Load Factor	Average Length Per Trip (miles)	Revenue Pass. Miles	% Chg.	Year to Date	% Chg.	Available Seat Miles	% Chg.	Year to Date	% Chg.
Metro	57,137	-	435,289	-	-	113.4	6,482,193	-	45,198,085	-	n.a.	-	n.a.	-
Ransome	57,032	(18.6)	556,168	(8.5)	51.4	124.7	7,113,326	(19.2)	69,379,734	(6.5)	13,842,997	(6.4)	131,021,085	2.6
Henson	44,675	27.9	354,796	20.6	59.6	134.0	5,986,636	69.0	43,585,667	49.9	10,042,630	19.6	79,136,080	28.6
PBA	39,422	109.0	359,090	49.0	56.8	65.6	4,552,683	179.0	41,672,831	66.0	8,008,819	-	n.a.	-
Prinair	37,974	(11.2)	509,737	(8.3)	46.8	101.7	3,863,000	2.7	45,549,000	(3.7)	8,253,000	(3.3)	89,857,000	(0.7)
Mid Pacific	36,043	-	216,385	-	59.1	101.5	3,658,364	-	21,963,075	-	6,187,440	-	35,038,409	-
Penn. Commuter	28,308	(12.9)	282,056	(7.2)	61.3	114.1	3,230,521	(8.4)	32,131,356	(14.7)	5,266,923	(35.7)	64,671,997	(13.3)
Suburban	22,671	19.9	192,437	24.3	45.1	77.5	1,758,044	15.9	14,427,308	18.8	3,798,960	7.6	36,145,729	30.7
Pilgrim	19,426	6.7	159,984	6.9	47.8	137.8	2,676,729	21.3	21,131,210	21.2	5,601,925	26.5	44,534,616	28.1
Bar Harbor	19,098	(19.0)	163,101	(10.0)	-	-	n.a.	-	n.a.	-	n.a.	-	n.a.	-
Royale	15,868	24.9	121,238	5.5	49.7	164.1	2,604,731	26.8	19,786,162	10.7	5,239,315	26.6	41,298,194	17.5
Air Illinois	14,425	(8.8)	136,623	(0.7)	46.3	144.6	2,085,724	-	22,147,660	-	4,502,045	-	56,923,262	-
Scenic	14,366	(36.2)	135,466	(17.8)	82.0	181.9	2,612,855	(35.7)	24,540,120	(18.3)	3,184,695	(38.8)	31,406,080	(21.1)
Aeromech	14,114	(16.2)	141,334	3.7	-	127.1	1,793,833	(0.4)	15,388,801	8.5	n.a.	-	n.a.	-
Sched. Skyways	14,088	23.2	127,986	33.0	46.6	216.0	3,044,000	23.2	28,596,000	37.0	6,533,000	34.4	59,484,000	29.6
Crown	13,996	18.0	148,561	68.1	45.9	78.8	1,102,957	43.0	11,545,046	93.0	2,404,176	32.0	24,881,012	116.0
Chautauqua	13,958	29.7	121,526	5.1	45.7	89.2	1,244,644	-	n.a.	-	2,725,635	-	n.a.	-
Command	13,916	19.1	110,907	11.0	-	137.3	1,911,200	22.7	14,807,900	17.4	3,945,000	11.1	34,335,100	32.1
Air Oregon	13,497	(2.7)	127,349	4.6	60.2	198.5	2,679,111	7.3	24,258,237	10.0	4,450,645	5.9	43,957,804	10.7
Atlantic S.E.	13,156	124.0	108,385	160.0	41.4	119.6	1,573,245	241.0	10,933,535	225.0	3,799,009	254.0	25,226,471	258.0
Royal Hawaiian	12,774	(25.5)	143,599	(14.9)	48.2	82.9	1,059,068	(25.3)	11,822,760	(14.8)	2,195,312	(14.5)	22,771,016	(17.7)
Comair	10,560	48.5	76,044	-	-	115.0	1,214,400	6.7	12,119,260	-	n.a.	-	n.a.	-
Air Miami	10,313	-	71,354	-	45.9	102.8	1,060,378	-	7,320,624	-	2,310,508	-	16,553,778	-
Chaparral	10,136	46.7	79,409	44.2	-	188.0	1,905,274	39.7	14,807,520	39.2	n.a.	-	n.a.	-
Precision	7,467	(26.4)	75,045	(15.4)	38.2	91.0	679,125	(6.3)	6,308,948	0.0	1,778,432	9.6	18,570,478	33.0
Air Virginia	7,330	78.2	54,257	51.7	42.6	172.3	1,263,000	69.3	10,103,506	63.6	2,965,000	72.5	25,613,884	57.1
Apollo	7,095	(34.0)	76,640	(16.4)	-	258.2	1,832,020	(29.0)	19,447,768	(11.0)	n.a.	-	n.a.	-
Pocono	6,870	(11.0)	71,368	13.4	58.9	114.0	782,930	(14.6)	8,291,293	(11.3)	1,329,340	(28.1)	15,200,671	(8.4)
Gull Air	6,362	51.2	49,742	-	-	30.0	190,860	-	1,509,520	-	n.a.	-	n.a.	-
Air Kentucky	5,916	30.9	47,604	-	39.4	130.4	771,252	-	6,617,752	-	1,955,908	-	14,625,742	-
Atlantis	5,423	-	43,065	-	36.2	145.1	787,022	-	4,922,081	-	2,175,738	-	12,130,474	-
Pioneer	4,643	-	39,082	-	38.9	253.7	1,177,794	-	10,792,434	-	3,024,800	-	26,884,590	-
Marco Island	2,457	28.5	39,188	(13.1)	-	100.8	247,662	39.3	3,949,640	(11.7)	n.a.	-	n.a.	-
Cumberland	1,112	-	10,142	-	-	63.8	70,920	-	766,775	-	n.a.	-	n.a.	-